

## Message Text

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ORIGIN STR-04

INFO OCT-01 IO-10 ISO-00 AGR-05 CEA-01 CIAE-00 COME-00

DODE-00 EB-07 FRB-03 H-02 INR-07 INT-05 L-03 LAB-04

NSAE-00 NSC-05 PA-01 AID-05 CIEP-01 SS-15 TAR-01

TRSE-00 USIA-06 PRS-01 SP-02 OMB-01 FEA-01 AF-06

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APPROVED BY STR/PO'DAY

AGRICULTURE:GFRASER

COMMERCE:FRED MONTGOMERY

INTERIOR:HANDERSEN

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STATE:WBARRACLOUGH

TREASURY:MFELDMAN

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FM SECSTATE WASHDC

TO USMISSION GENEVA PRIORITY

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E.O. 11652:

TAGS: ETRD, GATT

SUBJECT: JUSTIFICATION FOR SECTOR STUDIES IN CHEMICALS,  
ELECTRONICS AND HEAVY ELECTRICAL EQUIPMENT

AT THE TOKYO MINISTERIAL MEETING IT WAS AGREED TO EXAMINE  
QUOTE THE POSSIBILITIES FOR A COORDINATED REDUCTION OR  
ELIMINATION OF ALL BARRIERS TO TRADE IN SELECTED SECTORS  
AS A COMPLEMENTARY TECHNIQUE. UNQUOTE.

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SINCE THAT TIME, THE GATT SECRETARIAT HAS UNDERTAKEN THE  
TASK OF COLLECTING THE DATA NECESSARY FOR AN EXAMINATION OF  
THE ORES AND METALS SECTOR AND SEVERAL SECTORS OF INTEREST  
TO THE DEVELOPING COUNTRIES. THESE STUDIES WERE INITIATED

WITH THE UNDERSTANDING THAT THEY DID NOT COMMIT ANY DELEGATION TO THE SECTORAL NEGOTIATING APPROACH FOR PRODUCTS IN THESE SECTORS.

AT THE GROUP'S LAST MEETING, THE U.S. AGREED TO PRESENT IN WRITING A PROPOSAL FOR SECTOR STUDIES OF THE CHEMICALS, ELECTRONICS, AND HEAVY ELECTRICAL EQUIPMENT SECTORS.

THE U.S. BELIEVES THAT ADEQUATE INFORMATION AND ANALYSIS OF TRADE AND TRADE BARRIERS IS AN ESSENTIAL PREREQUISITE FOR MEANINGFUL TRADE LIBERALIZATION. THE DETAILED DATA ON TRADE AND TRADE BARRIERS THESE STUDIES PROVIDE ARE,

THEREFORE CONSIDERED AN ESSENTIAL ELEMENT OF THE NEGOTIATIONS. STUDIES WHICH PROVIDE A VIEW OF THE TOTAL PROTECTION ACCORDED IMPORTANT PRODUCT SECTORS CAN BE USEFUL IN ACHIEVING THE COORDINATED REDUCTION OF ALL BARRIERS TO TRADE WHETHER NEGOTIATION OF THESE REDUCTIONS IS EVENTUALLY UNDERTAKEN WITHIN THE SECTORAL OR GENERAL APPROACH.

THE COLLECTION AND ANALYSIS OF THIS DATA, HOWEVER, IS TIME CONSUMING, AND IT IS ESSENTIAL THAT PRELIMINARY WORK ON IMPORTANT SECTORS BE UNDERTAKEN AT AN EARLY STAGE OF THE NEGOTIATIONS. IT WOULD BE UNFORTUNATE IF NEGOTIATIONS WERE DELAYED AT SOME LATER DATE BECAUSE OF A LACK OF DATA WHICH COULD BE COLLECTED NOW.

WHILE IT IS TRUE THAT SOME DELEGATIONS ARE CAPABLE OF PERFORMING THEIR OWN ANALYSIS OF IMPORTANT SECTORS, NOT ALL DELEGATIONS HAVE THE RESOURCES TO DO SO. MOREOVER, PREPARATION OF STUDIES BY THE GATT SECRETARIAT PROVIDES AN UNBIASED, MULTILATERAL APPRAISAL OF THE RESPECTIVE SECTOR(S).

THE UNITED STATES THEREFORE PROPOSES THAT THE GATT SECRETARIAT UNDERTAKE TO COLLECT AND ANALYZE DATA RELATING TO TRADE, PRODUCTION AND TRADE BARRIERS IN THE FOLLOWING SECTORS.

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1. CHEMICALS. THIS SECTOR WOULD INCLUDE ORGANIC, INORGANIC, PLASTIC MATERIALS, PAINTS AND COLORING MATERIALS AND PHARMACEUTICALS (GATT TARIFF STUDY CATEGORY 10.01-10.04, 10.06).

2. HEAVY ELECTRICAL POWER EQUIPMENT. THIS SECTOR INCLUDES POWER BOILERS (INCLUDING NUCLEAR REACTORS), TURBINES, POWER DISTRIBUTION TRANSFORMERS AND SWITCHGEAR (BTN 84.01, 84.02, 84.05, 84.07, 84.59A, EX 85.01, EX 85.19).

3. ELECTRONICS. THIS SECTOR INCLUDES RADIO, TV AND

PHOTOGRAPHIC EQUIPMENT, TELEPHONIC AND TELEGRAPHIC APPARATUS, TELECOMMUNICATIONS EQUIPMENT AND ELECTRONIC COMPONENTS (BTN EX 85.01, 85.02-85.04, 85.10-85.18, EX 85.19, 85.20, 85.21, 85.23-85.28, 85.32).

THE UNITED STATES POINTS OUT THAT THE BACKGROUND NOTE ON SECTORS PREPARED IN FEBRUARY BY THE SECRETARIAT (MTN/3C/L) LISTS SEVERAL CRITERIA SUGGESTED BY THE GROUP FOR CHOOSING POSSIBLE SECTORS. EACH OF THESE THREE INDUSTRIES MEETS MOST OF THESE CRITERIA; EACH IS IMPORTANT TO WORLD TRADE; EACH HAS SIGNIFICANT NONTARIFF MEASURES OR TARIFF ESCALATION; AND EACH IS POTENTIALLY IMPORTANT TO DEVELOPING COUNTRIES.

ALTHOUGH THE UNITED STATES BELIEVES THESE REASONS ARE SUFFICIENT TO SUPPORT GATT SECRETARIAT STUDIES OF THESE SECTORS, WE HAVE ALSO INCLUDED A SHORT SUMMARY OF EACH OF THESE INDUSTRIES.

BY ALMOST ANY STANDARD, CHEMICALS PLAY A VITAL ROLE IN THE DEVELOPMENT OF TODAY'S WORLD ECONOMY. WORLD TRADE IN CHEMICALS REPRESENTS 11 PERCENT OF TOTAL WORLD TRADE IN INDUSTRIAL PRODUCTS AND HAS BEEN GROWING AT A FASTER RATE THAN THE AVERAGE GROWTH OF TRADE IN MANUFACTURES. THIS TRADE WOULD NO DOUBT HAVE BEEN GREATER WERE IT NOT FOR A MASSIVE ARRAY OF TRADE BARRIERS, INCLUDING WIDELY DISPERSED TARIFF RATES, DIFFERENT METHODS OF VALUATION, QUOTA RESTRICTIONS, CARTEL ARRANGEMENTS, GOVERNMENT LIMITED OFFICIAL USE  
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INFLUENCE ON PURCHASING, AND STANDARDS. ALTHOUGH THE INDUSTRY IS POPULATED WITH LARGE MULTINATIONAL ENTERPRISES AND DEPENDENT UPON CONTINUALLY DEVELOPING TECHNOLOGY, MANY DEVELOPING COUNTRIES ALSO HAVE THE NATURAL AND HUMAN RESOURCES TO COMPETE IN THE PRODUCTION OF SEVERAL CHEMICAL PRODUCTS. WHILE THE MAJOR INDUSTRIAL COUNTRIES ACCOUNTED FOR THE BULK OF TRADE IN CHEMICALS, IT IS APPARENT FROM THE DATA GIVEN IN THE ATTACHED TABLE 1 THAT THE DEVELOPING COUNTRIES ARE AN IMPORTANT PARTICIPANT IN CHEMICALS TRADE. IMPORTS OF CHEMICALS FROM THE DEVELOPING COUNTRIES INCREASED BY 59 PERCENT DURING THE PERIOD 1970 TO 1973, ACCOUNTING FOR 8 PERCENT OF WORLD CHEMICAL IMPORTS IN THE LATTER YEAR. IT IS ALSO APPARENT THAT CHEMICALS ARE AN IMPORTANT COMPONENT OF THE DEVELOPING COUNTRIES' TOTAL TRADE. ELEVEN PERCENT OF THE INDUSTRIAL EXPORTS OF THE DEVELOPING COUNTRIES IN 1973 WERE CHEMICAL EXPORTS.

WE SUSPECT, BUT CANNOT ASCERTAIN UNTIL THIS STUDY IS UNDERTAKEN, THAT THE CHEMICALS SECTOR MAY ALSO EXHIBIT SIGNIFICANT TARIFF ESCALATION. RECENT CHANGES IN THE RELATIVE PRICES OF ESSENTIAL INPUTS FOR THIS SECTOR ALSO

RAISE THE PROSPECT THAT QUESTIONS OF SUPPLY AVAILABILITY MAY BE IMPORTANT. WE CANNOT BE SURE OF THE SEVERITY OF THIS PROBLEM, HOWEVER, NOR OF ITS IMPLICATIONS FOR TRADE FLOWS UNTIL WE HAVE STUDIED THE SECTOR IN SOME DETAIL.

ELECTRONICS. THIS LARGE AND GROWING INDUSTRY, ALREADY IN THE BILLIONS OF DOLLARS, COMPRISES ELECTRICAL INDUSTRIAL MACHINERY AND TELECOMMUNICATIONS EQUIPMENT AS WELL AS CONSUMER ELECTRONICS. WORLD TRADE IN THESE PRODUCTS INCREASED BY 86 PERCENT BETWEEN 1970 AND 1973 AND ACCOUNTED FOR OVER DOLLARS 25.2 BILLION IN THE LATTER YEAR (SEE THE ATTACHED TABLE 2). ALTHOUGH PRODUCTION

PROCESSES IN THIS SECTOR ARE FOR THE MOST PART TECHNOLOGICALLY SOPHISTICATED A NUMBER OF DEVELOPING COUNTRIES ALSO CURRENTLY PRODUCE SOME ELECTRONICS PRODUCTS. DEVELOPING COUNTRY EXPORTS OF THESE PRODUCTS TO THE OECD COUNTRIES INCREASED BY 284 PERCENT BETWEEN 1970 AND 1973, AND A SIGNIFICANT TWO WAY TRADE IN COMPONENTS AND FINISHED PRODUCTS HAS DEVELOPED BETWEEN DEVELOPING AND DEVELOPED COUNTRIES IN MANY ELECTRONIC PRODUCTS.

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IN MOST COUNTRIES THERE IS AN ARRAY OF BARRIERS TO TRADE IN ELECTRONICS THAT SUPPLEMENTS TARIFFS, INCLUDING QUANTITATIVE RESTRICTIONS, VOLUNTARY EXPORT RESTRAINTS, GOVERNMENT INVOLVEMENT IN TRADE AND PRODUCTION, AND STANDARDS. THE STRUCTURE AND TECHNOLOGICAL NATURE OF THE INDUSTRY IS SUCH THAT CONCESSIONS IN ONE AREA MIGHT HAVE SIGNIFICANT IMPLICATIONS FOR THE ENTIRE INDUSTRY. THE UNITED STATES BELIEVES THAT NEGOTIATIONS RELATING TO THESE PRODUCTS CAN BE ADVANCED MOST BY A STUDY WHICH LOOKS AT THE TOTAL PATTERN OF TRADE AND PROTECTIVE DEVICES AFFECTING THE INDUSTRY.

HEAVY ELECTRICAL POWER EQUIPMENT. HEAVY ELECTRICAL MACHINERY ACCOUNTED FOR 3.1 PERCENT OF WORLD TRADE IN 1973, AN INCREASE OF 68 PERCENT OVER 1970. OF THE APPROXIMATELY DOLLARS 8.1 BILLION OF THESE GOODS IMPORTED BY OECD COUNTRIES IN 1973, OVER DOLLARS 7.5 BILLION OR 93.1 PERCENT WAS PRODUCED IN OECD COUNTRIES. ALTHOUGH OECD COUNTRIES EXPORTED OVER ONE-THIRD OF THEIR PRODUCTION TO DEVELOPING NATIONS, LDCS ARE CURRENTLY PRODUCING LIGHTER CLASS EQUIPMENT AND HAVE SIGNIFICANT POTENTIAL FOR FURTHER GROWTH.

A MAJOR FACTOR IN THIS TRADE PATTERN IS THE FACT THAT MORE SO THAN MOST INDUSTRIES, THE HEAVY ELECTRICAL POWER EQUIPMENT INDUSTRY IS PLAGUED WITH GOVERNMENT POLICIES OTHER THAN TARIFFS WHICH RESTRICT TRADE. THE EXISTENCE OF SUB-

SIDIES, GOVERNMENT PURCHASING PRACTICES, AND STANDARDS MAKE THE VALUE OF TRADE CONCESSIONS ON TARIFFS ALONE QUESTIONABLE. THE INDUSTRY, WITH PRODUCTION CONCENTRATED IN A FEW COUNTRIES, IS HIGHLY DEPENDENT UPON EXPORTS. GOVERNMENT PRACTICES IN DEVELOPING AND SUPPORTING NATIONAL HEAVY ELECTRICAL POWER INDUSTRIES NOT ONLY DISTORT TRADE PATTERNS BUT HAVE LED TO CHRONIC EXCESS CAPACITY. IN SUCH CIRCUMSTANCES GOVERNMENTS MAY BE INCLINED TO RESIST PARTIAL ATTEMPTS AT TRADE LIBERALIZATION. IT IS THEREFORE ENCUMBENT UPON THIS GROUP, TO THE LIMITED OFFICIAL USE  
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EXTENT THAT WE SEEK A FURTHER LIBERALIZATION OF TRADE, TO STUDY ALL OF THE FACTORS THAT AFFECT OR DISTORT TRADE IN THIS SECTOR.

THE SECRETARIAT HAS CIRCULATED A FEASIBILITY STUDY INDICATING THAT SUFFICIENT MATERIAL EXISTS TO UNDERTAKE A COLLECTION AND ANALYSIS OF DATA FOR THESE THREE SECTORS SIMILAR TO THAT UNDERTAKEN FOR THE ORES AND METALS SECTOR AND THE SECTORS OF INTEREST TO LDCS. AS WITH MOST OF THESE STUDIES, PROBLEMS OF CORRELATION AND CERTAIN DATA GAPS EXIST. THE U.S. DELEGATION WOULD BE WILLING, WHERE POSSIBLE, TO AID IN THIS EFFORT BY SUPPLYING ADDITIONAL NEEDED DATA WHEN REQUESTED BY THE SECRETARIAT. WE WOULD HOPE THAT OTHER DELEGATIONS WILL DO THE SAME.

SEE ATTACHED TABLES I, II, III.

TABLE I CHEMICALS ASTERISK  
OECD IMPORTS FROM:  
(CIF, DOLLARS THOUSANDS)

	1970		1973		
	VALUE	PERCENT	VALUE	PERCENT	CHANGE
WORLD	10,070,500		17,110,960		69.9
OECD	8,556,611	85.0	14,879,613	86.9	73.9
DEVELOPING					
COUNTRIES	855,834	8.5	1,360,011	7.9	58.9
EEC (9) 1	3,254,426	32.3	6,152,666	36.0	89.1
CANADA	535,471	5.3	817,276	4.8	52.6
U.S.	2,801,889	27.8	4,086,654	23.9	45.8
JAPAN	439,491	4.4	712,766	4.1	62.2

ASTERISK SITC 271, 51,-54, 56-59, 62  
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1 EXCLUDES INTRA-EC SHIPMENTS

SOURCE: OECD, SERIES C, 1970 AND 1973

TABLE I CHEMICALS ASTERISK

OECD EXPORTS TO (FOB, DOLLARS THOUSANDS)

	1970		1973		
	VALUE	PERCENT	VALUE	PERCENT	CHANGE
WORLD	15,049,889		24,810,028		64.9
OECD	8,447,177	56.1	14,252,507	57.4	68.7
DEVELOPING					
COUNTRIES	4,722,018	31.4	8,201,317	33.1	73.7
EEC (9) 1	2,357,136	15.7	3,518,665	14.2	49.3
CANADA	780,616	5.2	1,264,878	5.1	62.0
U.S.	1,215,683	8.1	2,231,841	9.0	83.6
JAPAN	688,416	4.6	1,325,810	5.3	92.6

ASTERISK SITC 271, 51-54, 56-59, 62

1 EXCLUDES INTRA-EC SHIPMENTS

SOURCE: OECD, SERIES C, 1970 AND 1973

TABLE II ELECTRONICS ASTERISK

OECD IMPORTS FROM: (CIF, DOLLARS THOUSANDS)

	1970		1973		
	VALUE	PERCENT	VALUE	PERCENT	CHANGE
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WORLD	5,426,974		10,833,453		99.6
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OECD	4,713,133		8,472,169	78.2	79.8
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## DEVELOPING

COUNTRIES	542,053	10.0	2,084,358	19.2	284.5
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EEC (9) 1	1,218,110	22.4		19.2	71.4
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CANADA	262,215	4.8	315,794	2.9	20.4
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U.S.	1,548,656	28.5	2,500,227	23.1	61.4
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JAPAN	1,108,451	20.4	2,276,032	21.0	105.3
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ASTERISK SITC 724, 726, 729

1 EXCLUDES INTRA-EC SHIPMENTS

SOURCE: OECD SERIES C 1970 AND 1973

ERRATTA: MISSING FIGURE EEC (9) 1973 VALUE 2,088,373

## TABLE II ELECTRONICS ASTERISK

OECD EXPORTS TO: (FOB, DOLLARS THOUSANDS)

1970	1973
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VALUE	PERCENT	VALUE	PERCENT	CHANGE
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WORLD	8,137,614		14,391,109		76.8
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OECD	4,772,425	56.6	8,711,923	60.5	82.5
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## DEVELOPING

COUNTRIES	2,189,966	26.9	4,194,087	29.1	91.5
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EEC (9) 1	1,213,573	14.9	2,511,869	17.4	107.0
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CANADA	512,542	6.3	930,840	6.5	81.6
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U.S.	1,471,378	18.1	2,193,232	15.2	49.1
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JAPAN	239,789	2.9	382,163	2.7	59.4
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ASTERISK SITC 724, 726, 729

1 EXCLUDES INTRA-EC SHIPMENTS

SOURCE: OECD SERIES C 1970 AND 1973

## TABLB III HEAVY ELECTRICAL MACHINERY ASTERISK

OECD IMPORTS FROM: (CIF, DOLLARS THOUSANDS)

	1970		1973		
	VALUE	PERCENT	VALUE	PERCENT	CHANGE
WORLD	4,435,782		8,100,558		82.6
OECD	4,240,950	95.6	7,541,941	93.1	77.8
DEVELOPING					
COUNTRIES	130,933	2.9	416,531	5.1	218.1
EEC (9) 1	1,305,650	29.4	2,356,044	29.1	80.4
CANADA	572,826	12.9	839,310	10.4	46.5
U.S.	L,530,950	34.5	2,731,843	33.7	78.4
JAPAN	228,313	5.1	410,220	5.1	79.7

ASTERISK 711, 722, 723

1 EXCLUDES INTRA-EC SHIPMENTS

SOURCE: OECD, SERIES C, 1970 AND 1973

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## TABLE III HEAVY ELECTRICAL MACHINERY ASTERISK

OECD EXPORTS TO: (FOB, DOLLARS THOUSANDS)

	1970		1973		
	VALUE	PERCENT	VALUE	PERCENT	CHANGE
WORLD	7,014,786		11,818,944		68.0
OECD	3,898,875	55.6	7,043,099	59.6	80.6
DEVELOPING					
COUNTRIES	2,395,196	34.1	4,037,205	34.2	68.5
EEC (9) 1	769,852	11.0	1,421,582	12.0	84.6
CANADA	724,290	10.3	1,243,289	10.5	71.6



U.S. 1,112,948 15.9 1,799,573 15.2 61.7

JAPAN 174,833 2.5 328,110 2.8 87.7

ASTERISK SITC 711, 722, 723

1 EXCLUDES INTRA-EC SHIPMENTS.

SOURCE: OECD, SERIES C, 1970 AND 197 INGERSOLL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 26 AUG 1999  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** ELECTRONIC EQUIPMENT, LESS DEVELOPED COUNTRIES, TRADE LIBERALIZATION, COMMITTEE MEETINGS, CHEMICALS, METALS, TRADE CONTROLS, TRADE DATA  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 23 OCT 1975  
**Decaption Date:** 01 JAN 1960  
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**Disposition Authority:** CunninFX  
**Disposition Case Number:** n/a  
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